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THE TIMES FOUNDED 1886.

RICHMOND, VA., SUNDAY, MARCH 19, 1911.

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## REAL ESTATE AND BUILDING NEWS

Broad Street Property Is  
on the Boom; Buyers  
Looking That Way.

### SALES ELSEWHERE AND MANY OF THEM

In the Rural Sections There Was  
Activity—Norwood Looms Up.  
Many Sales in All Parts of  
City, but Broad Street  
Seems to Lead—Some  
Big Deals.

The past week has been a lively one in the real estate realm. There was great activity among all of the dealers, the centre of the activity being on Broad Street. It is more than likely, all of the deals and the trades and the buyers on paper being counted, that \$750,000 of business was done. The following properties were sold straight out: At Sixth and Broad, for \$23,700; 223 East Broad, for \$35,150; 221 East Broad, for \$40,000; Second and Broad, for \$30,000; 418 East Broad, for \$41,000; 15 East Broad, for \$29,500; 213 and 215 West Broad, for \$75,000; and a whole lot of other Broad Street property for several thousands of other dollars. McVeigh & Glinn made some Broad Street sales not included in the above that are said to have amounted to something like \$45,000. Harrison & Bates also did some stunts that footed up \$20,000. Pollard & Bagby were right in the swim, and reports say that they did more than \$100,000 of the business above recorded. Richardson & Crutchfield, while not talking very much for print, were somewhat in the above business, and in some other business on the side, all of which footed up something like \$40,000.

**A Bank Comes In.**  
Among the purchasers was the Broad Street Bank, which bought the property at Sixth and Broad Streets and paid for it \$50,000. This was not a speculation, but purely an investment, and it is said that the bank proposes to pull down the unsightly shack now on the grounds and erect in its place a fine several-story building.

W. H. Zimmermann, who became the purchaser of the property 121 East Broad Street, is also a builder and an improver, and it is said that his object in buying is to build a handsome business house. This purchase was made through Harrison & Bates, and the purchaser is said to have paid \$10,000 for the goods, which, added to adjoining properties he has bought, foots up his recent purchases on Broad Street to something like \$75,000.

J. A. Connelly & Company sold lot 666 East Broad Street, which is to be improved by a modern three-story and basement brick store covering entire lot for the C. D. Kenny Company, who have a lease on same for a number of years, to W. H. Schwarzschild; price to be paid to be \$10,000. Mr. Schwarzschild bought this property as a permanent investment.

**In Other Parts.**  
But all of the deals that were made were not confined to Broad Street. For instance, J. Thompson Brown & Company report an active and lively week in sales, and many inquiries for all kinds of property, more than for some time.

Among the sales recently closed by them was the old Shields homestead at the corner of Nineteenth and Grace Streets, being a large corner lot, to C. W. Hardwick, for \$6,000. They declined to state for what purpose it was acquired, but the supposition is it was purely an investment; also a tract of land at Green's station, on the Richmond, Fredericksburg and Potomac Railroad, to A. H. Felthaus, at about \$175 per acre, being high water mark at this point; a Main Street dwelling to Mrs. Sarah Bowden for \$2,300 for investment, and several other West End houses and lots.

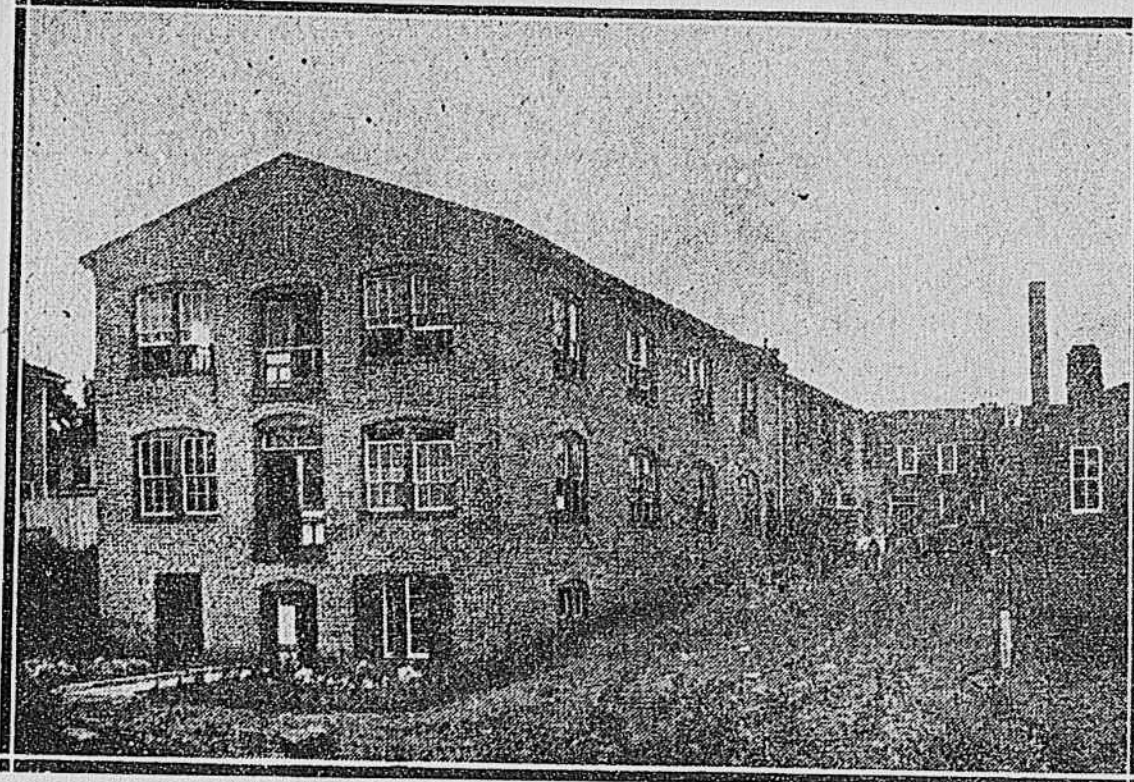
They also report a lively and increasing demand and several sales in Norwood, the pretty high-class suburb lately opened adjoining Barton Heights. The dozen or more pretty houses completed in Norwood have all been sold and occupied by the purchasers; three new ones were commenced this week and are already attracting prospective buyers.

They also report for this early spring season unusual activity in renting, and they have disposed of a goodly number of houses during the week, having rented the last high-grade vacant house on their list, 703 West Grace Street, to Dr. Fournier, who has located here from Morgantown, W. Va., and will occupy at once for professional and residential purpose.

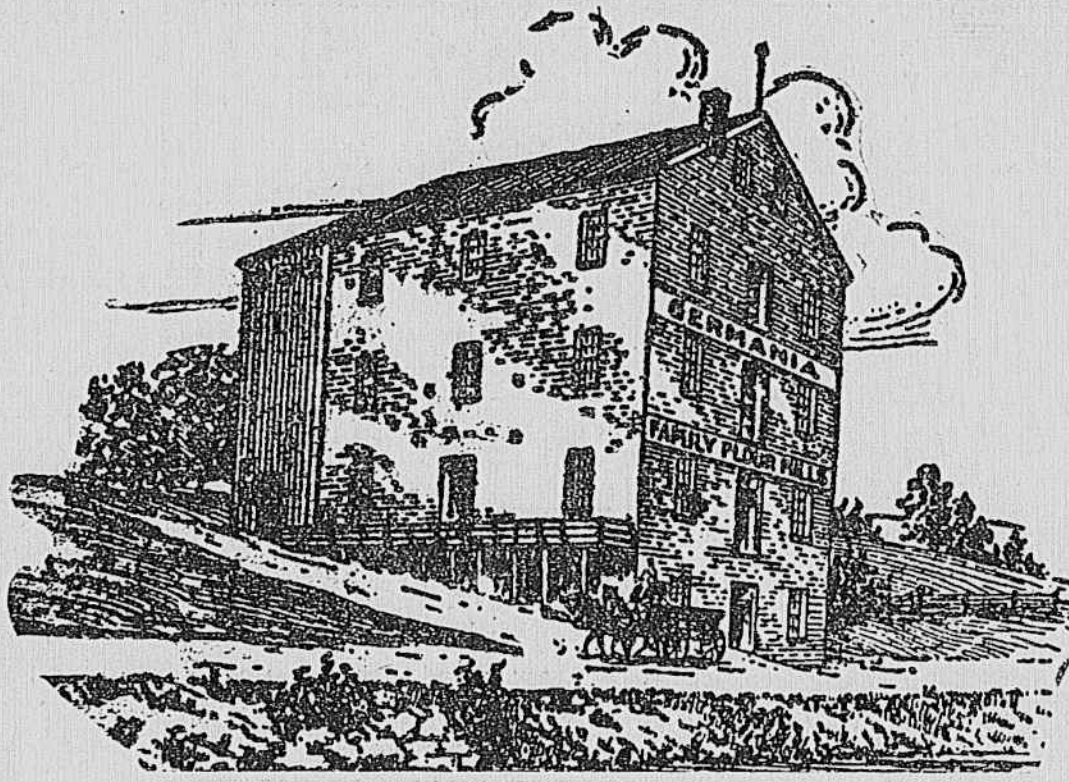
C. L. & H. L. Denoon sold during the past week several valuable properties, their sales aggregating nearly \$150,000. The largest transaction made by this firm was the sale of the handsome store property at the northeast corner of Broad and Second Streets, being Nos. 200 and 202 East Broad Street, and the three stores in rear fronting on Second Street. This sale was made for the Realty Insurance Agency, and W. Withers Miller became the purchaser at the price of \$90,000.

**Woodland Heights.**  
Two years ago the highlands lying between Forest Hill Park, Manchester and the James River, as viewed from the Richmond side of the river, presented a long stretch of green hillsides dotted with trees; to-day the appearance is that of a well-built residential suburb. Power sections present such a complete transformation within such a short time, and only other suburb has anything like as many substantial brick and tucco residences. Woodland Heights is growing fast. The company reports a very good week and bright prospects for the future. A score of new residences are being constructed there now, and as many more are in prospect for the immediate future.

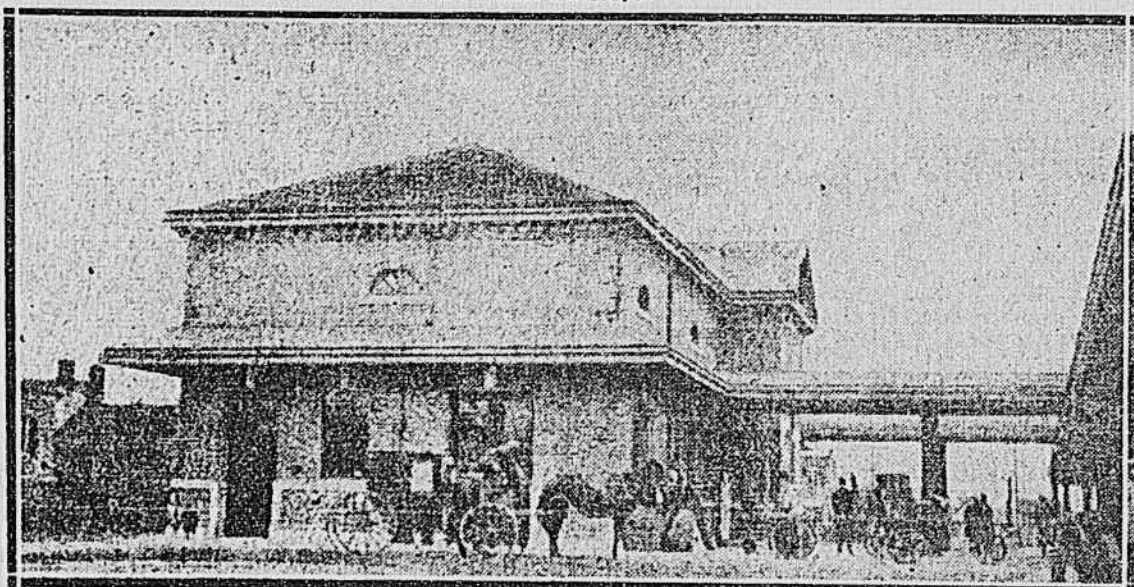
## NEW THINGS IN THE FREDERICKSBURG OF TO-DAY



Woolen Mills and Panta Factory.



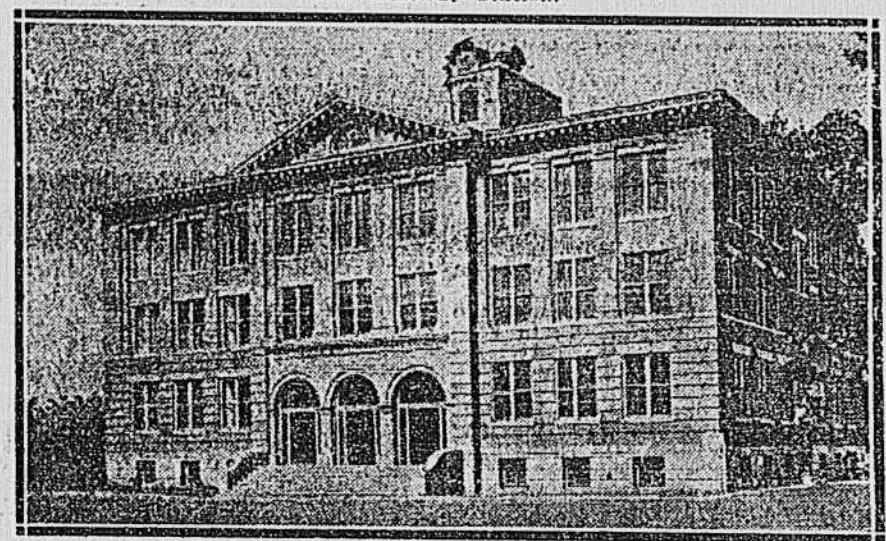
The Old-Time Flouring Mills



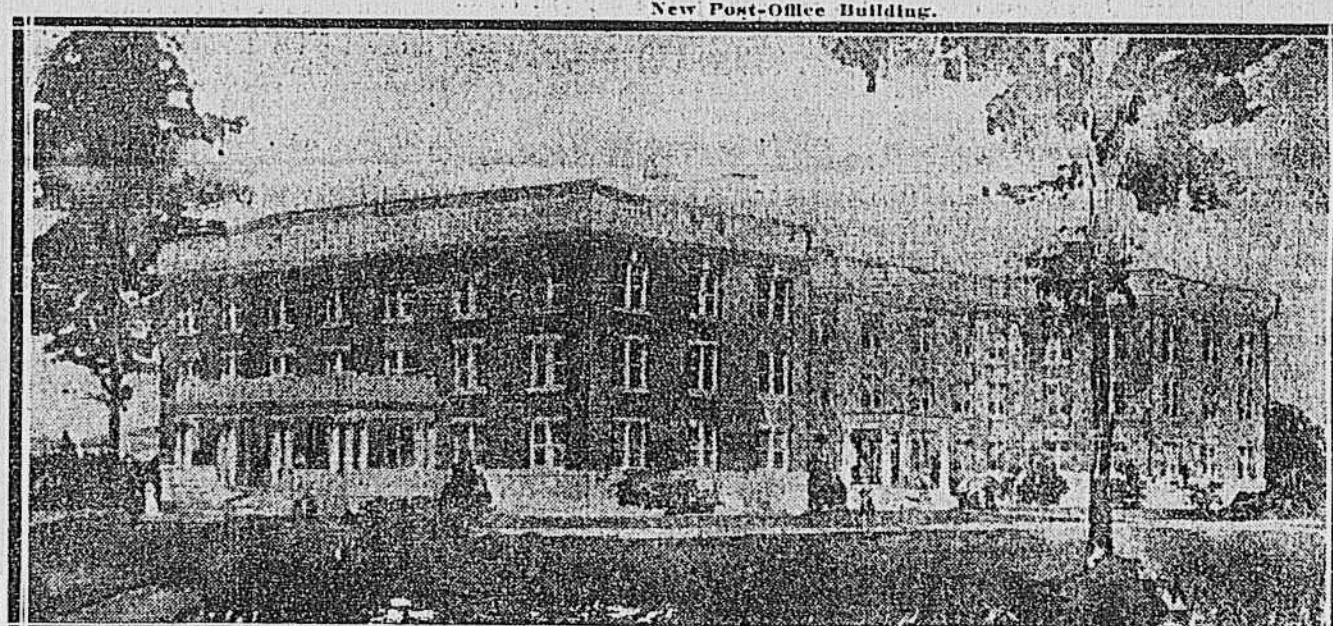
New Railway Station.



New Post-Office Building.



New Public School Building.



Dormitory, Normal and Industrial School for Women.

## GOOD ROADS TALK IN MECKLENBURG

South Hill Enthusiasm Permeates  
Whole County—Other  
Districts Coming In.

### COUNTY-WIDE IS SENTIMENT

County of Mecklenburg May  
Vote Big Bond Issue for  
Whole County.

[Special to The Times-Dispatch.]  
South Hill, Va., March 18.—The Good Roads Association of South Hill District, Mecklenburg county, was fully organized at a meeting of citizens held in the Masonic Hall in this town Thursday night.

The meeting, which was a large and enthusiastic one, was called to order by Mayor W. E. Andrews, the temporary chairman, and J. E. Crafton, Jr., acted as secretary. The minutes of that big meeting held on the night of the 7th were read and heartily approved. Then the temporary committee made its report, and that report being adopted the good roads advisory committee was elected, as follows: C. D. Warren, chairman; J. E. Crafton, Jr., secretary; Thomas A. Bryson, Dr. S. S. Northington, D. B. Matthews, R. E. Yancey, R. A. Elam, D. G. Eoswell, Dr. Chapman, J. A. Copley, J. E. Butlerworth, W. G. Lambert, G. P. Smith, R. M. Hubbard, G. E. Crymes, H. A. Gale, J. O. Crowder, A. W. Smith, G. H. Hawthorne, B. B. Smith, R. G. Northington and Joseph A. Creed.

They are Country Farmers re-side in South Hill. Others live and own property along the main highways throughout the district. This committee is composed of good road advocates, and with the help of their influence, it is believed that 90 per cent of the people will vote for good roads and a bond issue to make them.

The petition for the signatures of landholders to be presented to the judge of the Circuit Court, asking him to order an election on the bond issue question, is being circulated, and already it has the requisite number of signatures. Application has also been made to the proper authority for the circuit court.

**Good Roads Sentiment Growing.**  
The question of the proper time for

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## DEMONSTRATORS ARE TO ASSEMBLE

Meeting of Folks Who Teach  
Agriculture to Be Held  
This Week.

### PRACTICAL MEN IN THE FRONT

Demonstrator Sandy's Lieutenants to Talk Business Matters  
With the Big Captain.

A meeting or a series of meetings of the Farmers' Co-operative Demonstration Agents of Virginia will be held in Richmond this week. The first meeting will take place in the Murphy's Hotel annex next Tuesday, and will begin at 11 o'clock in the morning, a rather late hour for farmers to begin work, but somehow when the farmers get to town they are quick to catch on to city ideas and sometimes they sleep late. But, as a matter of fact, the hour of meeting is set for 11 o'clock to fit in with the railroad schedules. It is more than likely that if the farmers could have their own way about the meeting they would have been called for the sunrise hour, whatever that may be. But be that as it may, the meeting will be called to order promptly at 11 o'clock Tuesday morning, and then it will be a continuous meeting through the day and through the next day, Wednesday, March 22.

**Good Work Done.**  
The Farmers' Co-operative Demonstration Agents have been doing a great work in Virginia for the past two or three years.

Thomas O. Sandy is a very modest kind of a man, and it was a little hard to get him to talk about this demonstration work, but I finally backed him up in a corner and put a stenographer to work with him. Mr. Sandy is the general State agent at the head of this demonstration work, and he has thirty odd county and district agents at work under him. He and all of these agents are doing wonders in developing the new agricultural idea in Virginia.

From the talks I had with Mr. Sandy I caught a kind of glimpse of the work that the meeting of the Farmers' Co-operative Demonstration Agents have in hand for this week. But first let's go

(Continued on Second Page.)

## VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Richmond's Opportunity—Just a Hint to Emporia.  
Good Roads in Greensville County—Burley  
Tobacco in Virginia—Colonel Button on  
the Farm—Hints in Brief.

BY FRANK S. WOODSON,  
Industrial Editor.

I had a talk the past week with a man who lives in a certain city not much more than 100 miles from Richmond. It is enough to say that his city is a kind of competitor of Richmond in an industrial way. This man told me that high taxes in his town are threatening to drive manufacturing plants from there. I was very much surprised when he told me that the taxes in his town were based on a market value assessment and that the rate on this high assessment is \$2.75 per hundred, that is to say, \$2.75 for the city and 50 cents for the State. The tax in Richmond is only \$1.75 on the hundred, and that on a tax valuation of only about 75 per cent, of the market value of the property. This talk with the man from the competing city put me to thinking and investigating, and I found that very few cities have as small a tax rate as Richmond. Seems to me this is a good card for Richmond to play. Small taxes for industrial plants to pay in this city. Large taxes for them to pay in half a dozen competing cities I could name. Richmond stands in to get some of these industrial plants from other

cities. Wonder if General Manager Dabney is on to this idea. Shouldn't wonder if he is. Anyhow, it is Richmond's time to bid for big industries that have to pay higher taxes in other towns, Baltimore and Atlanta for instance.

**Emporia Should Unite.**  
I was in Emporia a part of the past week. That is a mighty live kind of town. double-barrelled town, it being made up of two old-time places known in earlier history as Belfield and Hicksford. It is one town now, divided by Meherrin River and a few acres of lowgrounds, but one town all the same. I am a little afraid that the two ends of the town do not pull together just as well as they might. For instance, it had a Chamber of Commerce once, but the two ends of it did not pull together as well as they should have done, and the once strong commercial organization fell by the wayside. It still has a kind of existence, but it is not doing very much for Emporia as a whole. I most earnestly suggest to the Emporians that they bridge the Meherrin River in

As the leaf tobacco season, as it is now understood by the buyers and the bidders and the dealers in tobacco grows near to a close, and as the cold, freezing weather of a few days back cuts off the deliveries of the very few wagon loads and car loads of loose leaf yet remaining in the barns of the growers, it can be no surprise to the average leaf tobacco dealer that the breaks for the past week were mighty small in all of the markets of Virginia and the Carolinas.

The leaf buyers came very near to having a complete vacation last week. In the first place there is not much more of the raw leaf to be marketed, and in the second place the cold winds and the intensely harsh weather prevented the holders of that remnant of raw leaf from preparing the same for market. The result was that the deliveries on all of the Virginia markets were small, very small as compared with recent business that has been doing.

In the warehouses of Richmond not much over 500,000 pounds of leaf were disposed of on the auction sales. The sun-cured stocks that were offered were largely of shipped goods that came in before the cold snap came along to cut off wagon deliveries; and the dark shipping stocks that were offered came from the Southside counties long ago, and had been in storage for some time.

However, the sales were largely attended by the buyers, and the manufacturers showed a lively interest in the offerings, all of them being anxious for sun-cured, alfers and wrappers. Under these conditions bidding was

(Continued on Sixth Page.)

## LEAF TOBACCO IS IN ACTIVE DEMAND

Shortness of Season and Cold  
Weather Combine to Cut  
Off Receipts.

### AUCTION SALES CURTAILED

Sun-Cured Stocks All Delivered.  
But Little Remains in the  
Barns.

As the leaf tobacco season, as it is now understood by the buyers and the bidders and the dealers in tobacco grows near to a close, and as the cold, freezing weather of a few days back cuts off the deliveries of the very few wagon loads and car loads of loose leaf yet remaining in the barns of the growers, it can be no surprise to the average leaf tobacco dealer that the breaks for the past week were mighty small in all of the markets of Virginia and the Carolinas.

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(Continued on Third Page.)

## FREDERICKSBURG, TOWN OF TO-DAY

Water Power Abundant,  
Railway Facilities, Educational Advantages.

BANKS, BANKERS,  
SCHOOLS, CHURCHES

Big Farming Country, Backing  
Up a Good Manufacturing  
Town—Ancient History Plentiful—Twentieth Century  
Story More to the  
Point.

BY FRANK S. WOODSON,  
Industrial Editor.

Fredericksburg, Va., March 18.—The good old town from which I am now writing has a history, a great deal of it—history that runs a way back to the time of George Washington and from the time of that fine old soldier, on up to Lee and Jackson, and the big things that were done here in the sixties. The town delights in this history, and surely it is a good thing to delight in. I really wish I had time to delve into the old records and tell what I could find from them, but I have not that time, because I am here to talk about twentieth century matters and the things of to-day. It is not necessary for me to delve, for are not these things told in the book of chronicles and all the other books and newspaper articles that have been written under a Fredericksburg date line for the past forty or fifty years? Yes, verily. Let the chronicles tell the ancient history. I would rather talk about things of the present time. Indeed, Fredericksburg is rich in ancient lore and cemeteries and history and old churches and some old folks that have been sleepy and tired for a third of a century or more but it is richer still in some up-to-date and twentieth century history and this is the thing that I came here to find out about and to write about when I did find it.

**The Town Wakes Up.**  
Fredericksburg is well located for commercial development, being at the head of high water in the Rappahannock River, and where the Richmond, Fredericksburg and Potomac Railway makes its dividing point between the national and State capitals. It is in a position to command and demand big things from the railway and the steamboat lines, and recently the wideawake business folks of the town have been demanding their rights, and getting them, too. Maybe it took Fredericksburg a long time to realize its advantageous position and to acquire the nerve to demand its rights, but finally it did come to a realization of its power, and when it demanded its rights it got them, and if it had not had a strong Business Men's Association it would not have gotten them.

For a long time the railway line that rushes through the city disregarded the people, but the wideawake Business Men's Association or Board of Trade got busy a few years ago, and it has brought the railway to terms. It is not necessary to go into details.

**Advantages That Talk.**  
It is sufficient to say that within the past few months a new passenger station that cost a good deal of money, and is an ornament to the city, has been erected and a freight depot has also been put up.

Twenty-four passenger trains run through the city, and they all stop here and discharge mail and passengers, thus giving Fredericksburg better mail facilities than any town on the map of Virginia. The post-office, and by the way, the government has recognized Fredericksburg's importance and erected here an up-to-date post-office building, the like of which but few towns in Virginia enjoys—has increased its business 100 per cent. in two years.

All of the telegraph and telephone lines going north and south have to come through Fredericksburg, and they all find a good business station here. The result is that no town in the State has better telegraph and telephone facilities than has this town. I mean through facilities. Then, too, there is a country telephone system with a central office here that touches all of the rural districts, that into not less than a dozen counties. Fredericksburg is, geographically, well situated. A man can stand on Mary's Heights and look into at least a half a dozen counties. All of these are rich counties that in one way and another pay tribute to the town. In these counties the best of products are raised. Virginia farm lands are grown. Wheat, corn, oats, rye, tobacco, all of the grasses, including alfalfa, grow to perfection, and these things are marketed in one way and another in Fredericksburg.

**Good Roads and Development.**  
Then, too, the finest of timber lands are in sight of the town. Naturally, Fredericksburg has become one of the finest timber markets in the State.

The farm lands within a circle of ten miles around the town are among the best in the State, and I am told that they sell on an average for \$55 per acre. Right close to Fredericksburg, where good roads and other advantages cut a figure, the prices for rich lands are above the average, some of the Rappahannock Valley grounds close to town bringing as much as \$75 per acre. Within the past five years real estate values have increased in and about Fredericksburg, and that is due to the fact that there has been wonderful industrial development hereabouts in that time. Farmers have come in from the West, the people have begun to build good roads in Spotsylvania and Stafford counties, and many other stunts have been done to increase values. The county of Spotsylvania, not many months ago, voted bonds to the amount of \$100,000 to make good roads in the county centering at Fredericksburg. So far, eight miles of these roads have been built, and they are of the sand-clay blend order, costing a trifle more than \$2,000 to the mile. Forty miles more are to be built, and they will be completed by

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